

Message Text

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PAGE 01 NOUAKC 01107 211248Z
ACTION AF-10

INFO OCT-01 ISO-00 CCO-00 CIAE-00 OTPE-00 EB-08 FCC-01
INR-10 NSAE-00 OC-06 COME-00 BIB-01 ICAE-00 SSO-00
INRE-00 XMB-02 TRSE-00 OMB-01 AID-05 DOE-15
ACDA-12 DODE-00 PM-05 L-03 NASA-01 SOE-02 SS-15
OES-07 NSCE-00 /105 W
-----126787 211259Z /45

O 211220Z APR 78
FM AMEMBASSY NOUAKCHOTT
TO SECSTATE WASHDC IMMEDIATE 9402

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STATE FOR AF/W KILLION

E.O. 11652: N/A
TAGS: EZL, MR
SUBJ: COMMUNICATIONS SATELLITE PROJECT

REF: KRYZA/KILLION APRIL 20 TELECON

1. SUMMARY OF FRENCH PROPOSAL AS FOLLOWS:
(AT GRANT OF SIX MILLION FRENCH FRANCS FOR ENGINEERING AND
CONTRACTING WORK WHETHER THE SUPPLIER IS FRENCH OR NOT, PLUS
FOLLOWING IF FRENCH SUPPLIER IS SELECTED:
(B) ADDITIONAL GRANT OF TEN MILLION FRENCH FRANCS
(C) DOWN PAYMENT AND PAYMENT AT COMPLETION DIRECTLY BY MAURI-
TANIA WOULD BE 5 PERCENT TO 10 PERCENT OF TOTAL -- ROUGHLY
2 MILLION US DOLS.
(D) TWO THIRDS OF REMAINDER BE FINANCED THROUGH NORMAL FRENCH
EXPORT CREDIT WITH COFACE GUARANTEE AT 7.25 PERCENT. REPAYMENT IN
EIGHT YEARS BUT FIRST INSTLLMENT NOT DUE UNTIL SIX MONTHS AFTER
COMPLETION OF PROJECT.
(E) FINAL ONE-THIRD FINANCED BY CAISSE CENTRALE DE CO-OPERATION
AT 4.5 PERCENT, OVER 15 YEARS WITH REIMBURSEMENT BEGINNING
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PAGE 02 NOUAKC 01107 211248Z

AFTER RPT AFTER COMPLETION OF PAYMENT OF (D) ABOVE. THIS LATTER
WORKS OUT TO BE ESSENTIALLY A GRANT.

2. WE UNDERSTAND HARRIS IS NO LONGER IN THE RUNNING, BUT ITT
VERY MUCH SO. AND ACCORDING TO ITT REP ALLARD (FROM BRUSSELS
SUBSIDIARY) GIRM PROFESSIONALS IN L'OFFICE DES POSTES ET
TELECOMMUNICATIONS PREFER AMERICAN EQUIPMENT TO FRENCH. THUS

REAL ISSUE IS FINANCING, I.E. TO FIND A WAY TO HELP AMERICAN FIRM
BECOME MORE COMPETITIVEA

3. IF YOU DEEM ADVISABLE WE CAN CABLE FULL DETAILS TO EX-IM
BANK BUT WE SUSPECT THAT FACTS ARE ALREADY ON HAND. WE UNDER-
STAND THAT EX-IM CONTACT FOR HARRIS BID WAS LOUIS G. GUADAGNOLI, A
LOAN OFFICIAL-- TELEPHONE (202) 382-1110. PRESUMABLY HE ALSO
EITHER DEALING WITH ITT OR KNOWS WHO IS. PLEASE CONVEY TO EX-IM
LATEST WORD THAT FEASIBILITY STUDY NOW COMPLETED. ENGLISH
LANGUAGE VERSION WILL BE CABLED TO ITT NEW YORK, THENCE TO EX-IM
PROBABLY NO LATER THAN APRIL 24.

4. GIRM WANTS TO AWARD BID BY END OF MAY TO ENSURE COMPLETION AND
FORMAL OPENING NOVEMBER 17, 1980, THE 20 TH ANNIVERSARY OF
MAURITANIA'S INDEPENDENCE.

5. ALLARD WILL PHONE YOU EARLY NEXT WEEK. EATON CARRYING COPY
OF MY APRIL 10 LETTER. KRYZA

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
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Concepts: PROPOSALS (BID), COMMUNICATION SATELLITES, PROGRAMS (PROJECTS), CREDIT GUARANTEES
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